

**Responses to Inquiries**  
**RFP 08-04**  
**Hedge Fund and Real Estate Consulting Services**

1. Who is Indiana PERF's custodian?
  - ❖ JPMorgan
2. In regard to Exhibit D, Mandatory Minimum Qualifications, does the \$500 million relate to **only** hedge fund assets or **total** assets of the clients overall portfolio?
  - ❖ Indiana PERF seeks a consultant that has experience in deploying at least \$500M in a direct hedge fund program.
3. What prompted your desire to conduct a search at this time?
  - ❖ Indiana PERF has made significant progress into these two areas. As the staff continues to deepen and expand the allocation, it was determined that a specialist consultant would be beneficial.
4. We would be happy to allow a representative from PERF to review our financial statements in our office in the event we are hired. Will this be sufficient to satisfy the requirement outlined in section 4.3.9 of RFP #08-04?
  - ❖ It is preferred that your firm submits its financial statements in an envelope labeled confidential.
5. Many of the potential hedge fund and real estate funds with whom Indiana PERF may consider for investment have confidentiality requirements. Would Indiana PERF enter into non-disclosure agreements with potential investment managers? Would Indiana PERF expect its advisor to enter into such arrangements?
  - ❖ We have entered into Non-Disclosure Agreements in the past. However, the NDAs do always need to note that we are subject to (FOIA-like) public disclosure requirements under the Indiana Code. We do not require separate NDAs from our advisors, but do have standard confidentiality provisions in our contract.
6. In regard to on-going portfolio monitoring and measurement, would all items presented to Indiana PERF be in the public domain? Would Indiana PERF consider post-investment monitoring reports wherein total performance calculations are permitted entry into the public domain, but certain manager specific information remains confidential and shared solely with the decision makers at Indiana PERF and its staff? What steps are required from Indiana PERF and its advisor to execute such arrangements? Would the Attorney General's office need to be involved?
  - ❖ All information received by PERF may be subject to public disclosure. However, we would likely work with a manager to argue a "trade secret" exemption in order to protect sensitive information. If we do not actually receive the confidential information, for example it remains in a view-only database, it would not be subject to public disclosure. The Attorney General's office would not get involved in any PERF public disclosure issues, unless we specifically asked them for assistance.
7. Would potential hedge fund / real estate manager searches require publicly advertised RFPs? Are potential managers required to present to the Board in Indianapolis?
  - ❖ In response to the first question, no. In response to the second question, while they are not required and not typical, there may arise a situation in which staff would deem it appropriate for such manager to present to the Board.

8. Beyond explicit items in Exhibit A of RFP #08-04 regarding the specialist consultant assisting PERF and General Consultant in developing new specialist asset class investment policies, objectives and guidelines, what other types of interaction is contemplated between the incumbent generalist consultant and the new specialist asset class consultant? Is the incumbent generalist consultant assisting Indiana PERF in reviewing the submissions of this search?
  - ❖ In response to the first question, none at this time. In response to the second question, no.
9. Can we view your existing portfolio, including managers, products, and dollar allocation to assist us in putting your new hedge fund and real estate portfolios in context?
  - ❖ Upon successful execution of a contract, Indiana PERF and the chosen consultant will address this item.
10. In the Hedge Fund consulting services section, Exhibit E, Questionnaire 1, there isn't a fee section. What is the format you'd like us to use to propose our Hedge Fund consulting services fee?
  - ❖ Please submit fees as outlined in Exhibit C (p37).
11. Are we able to provide a consolidated fee for both Hedge Fund consulting services and Real Estate consulting services?
  - ❖ Please provide a consolidated and segregated fee schedule if submitting for both RFP's.
12. In Exhibit F, Questionnaire 2, section 6 is missing. Please advise as to whether the section is misnumbered or if a section was left out.
  - ❖ That section was misnumbered. Section VII should be listed as Section VI.
13. We would like to have some clarity on the table for question 15 (page 40) with regard to Unique Funds. We maintain an internal database as well as subscribe to multiple vendor databases. Within our overall database we have duplicates of manager funds as well as offshore and onshore sister funds. Please let us know how you are defining Unique so we can calculate appropriately.
  - ❖ For the purposes of this question, onshore and offshore funds are not "unique" funds. "Unique" can be understood to mean funds that are managed through the utilization of a wholly separate strategy.
14. We are currently doing hedge fund work for many clients with over \$500 million in total assets, but do the \$500 million in assets have to be just in hedge funds?
  - ❖ Indiana PERF seeks a consultant that has experience in deploying at least \$500M in a direct hedge fund program.
15. We meet your listed minimum qualifications, but before submitting the RFP we are curious if non-US-based Advisors are eligible?
  - ❖ Yes. However, it is important that Indiana PERF has timely access to the primary contact. Additionally, Indiana PERF requires that the primary contact is readily available for meetings with the board of trustees as well as with staff as outlined in Exhibit A "Scope of Services" 1.05 i-ii.